

## Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 EURE-00 SSO-00 NSCE-00 USIE-00 INRE-00

CIAE-00 DODE-00 PM-07 H-03 INR-10 L-03 NSAE-00 NSC-10

PA-04 RSC-01 PRS-01 SPC-03 SS-20 SAM-01 CAB-09

COME-00 EB-11 FAA-00 DOTE-00 OMB-01 SAJ-01 IO-14

ACDA-19 TRSE-00 DRC-01 /145 W  
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O R 071708Z FEB 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC IMMEDIATE 0280

INFO USMISSION BERLIN

AMEMBASSY LONDON

AMEMBASSY PARIS

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E. O. 11652: N/A

TAGS: ETRN, GW, WB, UK, FR, US

SUBJECT: CIVAIR - BERLIN AIR FARES

REF: (A) BONN 01441, (B) LEDSKY/BEAL TELECON, FEB 6

1. SUMMARY. AT FEB 6 BCATAG MEETING, FRG REPS INDICATED WILLINGNESS TO CONCUR IN IGS FARE RAISE EFFECTIVE FEB 15 BUT THEN ATTEMPTED INTERPOSE DE FACTO LINK BETWEEN GERMAN CONCURRENCE AND ALLIED APPROVAL OF INCREASES IN BERLIN AIRPORT FEES AND RENTALS. CAA'S INDICATED THEY COULD NOT COMMENT ON AIRPORT FEE AND RENTAL ISSUE WHICH REQUIRED FURTHER CONSULTATION WITH CARRIERS AS TO IMPACT ON FARE LEVELS AND WHICH, IN ANY EVENT, HAD NO DIRECT RELATIONSHIP TO FARE PACKAGE UNDER CONSIDERATION. US POSITION DISCUSSED REF B CONVEYED TO UK CAA WHO IS IN PROCESS DEVELOPING BRITISH VIEWS IN PREPARATION FOR COMBINED ALLIED PRESENTATION (FRENCH LIMITED OFFICIAL USE

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HAVE ALREADY CONCURRED) TO FRG FONOFF. END SUMMARY.

2. AT FEB 6 BCATAG MEETING, THE CAA'S PROVIDED THE GERMAN REPS WITH SUPPLEMENTAL INFORMATION CONCERNING EXPANDED DEFINITIONS OF THE ACCOUNTING CATEGORIES USED IN THE STATISTICAL PRESENTATION GIVEN THE FRG AS WELL AS REPLYING IN GENERAL TERMS TO THE QUESTION AS TO WHETHER THE NEW FARE LEVELS WOULD RESULT IN FURTHER TRAFFIC DIVERSION (PARA 4 AND 5 REFTEL). FONOFF REP JIRKA RESPONDED THAT WITH THIS ADDITIONAL MATERIAL HE WAS PREPARED TO CONCUR IN A BCATAG RECOMMENDATION THAT THE REVISED FARES TAKE EFFECT ON FEB 15. AN AGREED BACKGROUND STATEMENT WAS THEN WORKED OUT FOR USE IN RESPONDING TO PRESS INQUIRIES ONCE THE CARRIERS HAD ANNOUNCED THE FARE INCREASES.

3. AS WE EXPECTED, JIRKA THEN EXPLAINED THAT ALLIED AUTHORIZATION OF AN INCREASE IN FEES AND RENTALS CHARGED AT BERLIN AIRPORTS (PROPOSED SOME MONTHS AGO BY THE BERLIN AIRPORT COMPANY) WOULD BE OF CONSIDERABLE ASSISTANCE IN SELLING THE NEW FARE PACKAGE TO THE UPPER ECHELONS OF THE FRG AND THE BERLIN SENAT. WHILE JIRKA AND KRONECK WENT TO SOME SEMANTICAL EFFORT TO AVOID PRESENTING MOVEMENT ON AIRPORT FEES AS A PRE-CONDITION TO GERMAN PARTICIPATION IN BCATAG ACTION ON THE FARE INCREASE, IT WAS MADE CLEAR THAT IF THE ALLIES COULD NOT GIVE ASSURANCES THAT BFG'S APPLICATIONS WOULD BE APPROVED WITHOUT RECOURSE TO STILL ANOTHER IGS FARE INCREASE GERMAN CONCURRENCE IN THE PRESENT FARE PACKAGE WOULD BECOME A CONSIDERABLY MORE COMPLICATED MATTER -- IF OBTAINABLE AT ALL. (FMT AND BERLIN SENAT REPS WERE EVEN MORE EXPLICIT IN THIS REGARD.)

4. US AND BRITISH CAAS ANSWERED THAT THEY COULD NOT COMMENT ON BERLIN AIRPORT FEE AND RENTAL INCREASES BEFORE CONSULTING FURTHER WITH THE CARRIERS PARTICULARLY AS REGARDS THE IMPACT OF THE RESULTANT INCREASED OPERATING COSTS ON FARE LEVELS. IN GENERAL, HOWEVER, THE CAA'S THOUGHT THAT THE APPLICATIONS MADE BY THE BERLIN AIRPORT COMPANY (BFG) FOR INCREASES IN LANDING LIMITED OFFICIAL USE

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AND PARKING FEES AS WELL AS RENTALS MERITED SYMPATHETIC CONSIDERATION BUT WERE IN NO WAY DIRECTLY RELATED TO THE FARE REVISION PRESENTLY UNDER DISCUSSION. THE US CAA POINTED OUT THAT THE NEW FEES AND RENTALS PROPOSED BY THE BFG PRESENTED A COMPLICATED PICTURE REQUIRING FURTHER DETAILED EXAMINATION. THUS, EVEN IF IT WERE POSSIBLE OR DESIRABLE WITHIN THE NEXT SEVERAL DAYS FOR THE CAA'S TO AGREE IN PRINCIPLE TO THE BFG'S PROPOSALS,

THE DETAILS AND DATES OF IMPLEMENTATION OF THE FEE AND RENTAL INCREASES COULD WELL REMAIN UNDER REVIEW FOR SOME TIME. IN ANY EVENT, THE CAA'S UNDERTOOK TO PROVIDE JIRKA WITH A FIRM ALLIED POSITION ON THE MATTER AS SOON AS POSSIBLE.

5. IMMEDIATELY AFTER THE MEETING, WE DISCUSSED THE QUESTION OF INCREASED BERLIN AIRPORT FEES AND RENTALS WITH PAA DIRECTOR RUNNETTE WHO SAID THAT TO THE BEST OF HIS KNOWLEDGE SUCH INCREASES WERE NOT TAKEN INTO

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O R 071708Z FEB 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC IMMEDIATE 0281

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ACCOUNT IN PAA'S FARE PRESENTATION. WHILE IN HIS INITIAL RESPONSE HE INDICATED THAT PAN AM WAS FLATLY OPPOSED TO SUCH INCREASES, HE AGREED TO CONSIDER IN GENERAL THE POSSIBLE IMPACT ON PAA OF INTRODUCING HIGHER FEES AND RENTALS.

6. FOLLOWING TELCON (REF B) EMBASSY CAA INFORMED UK AND FRENCH CAA'S OF US POSITION THAT A) WITH RESPECT TO THE INCREASES IN BERLIN AIRPORT FEES AND RENTALS DESIRED BY THE FRG, ALLIED REPS IN BCATAG SHOULD SAY THAT SYMPATHETIC AND PROMPT CONSIDERATION WOULD BE GIVEN TO THE BERLIN AIRPORT COMPANY'S REQUESTS, BUT WITHOUT ANY COMMITMENT AS TO WHEN AND IF THESE INCREASES MIGHT BE IMPLEMENTED AND WHETHER OR NOT A FURTHER FARE INCREASE APPLICATION MIGHT BE THE CONSEQUENCE OF THE FEE AND RENTAL INCREASES, AND B) THAT THE US WISHED THE INCREASE TO BECOME EFFECTIVE AS SOON AS POSSIBLE, AND NOT DEFERRED TO FEBRUARY 15 IF AN FRG POSITION LIMITED OFFICIAL USE

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WITH RESPECT TO CONCURRENCE COULD BE REACHED SOONER. THE BRITISH CAA SAID THAT HE THOUGHT THE UK POSITION WOULD BE SIMILAR TO THAT OF THE US, BUT THAT HE WOULD HAVE TO CONSULT WITHIN THE UK EMBASSY AND WITH LONDON. THE CAA'S WOULD THEN (AS THE FRENCH CAA ALSO AGREED) INFORM DR. JIRKA OF THE ALLIED POSITION.

7. EMBASSY EXPECTS TO REPORT FURTHER DEVELOPMENTS EITHER FEB 7 OR 8.  
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